

COURSE DESCRIPTION

Academic year: 2026/2027	
University: Comenius University Bratislava	
Faculty: Faculty of Law	
Course ID: PraF.KOPHP/ENm17-3109/26	Course title: Negotiation
Educational activities: Type of activities: seminar Number of hours: per week: 2 per level/semester: 26 Form of the course: on-site learning	
Number of credits: 3	
Recommended semester: 3.	
Educational level: II.	
Prerequisites:	
Course requirements: Continuous Assessment: 50% (written assignments relating to cases discussed in class, prepared in the form of meta-mooting, i.e negotiation diaries) Final Assessment: 50% (case analysis using the meta-mooting methodology) Grading Scale: A/1 = 91 – 100 %; B/1,5 = 81 – 90 %; C/2 = 73 – 80 %; D/2,5 = 66 – 72 %; E/3 = 60 – 65 %; FX = 0 – 59 %. During the examination, students may use all available sources of legal information, in particular statutory texts (without commentary), commentaries, case law, legal literature, and legal information systems.	
Learning outcomes: The course Negotiation provides students with a systematic and practice-oriented understanding of the theory and practice of negotiation in various institutional, business, and political contexts. It focuses on the core concepts of negotiation, including bilateral and multilateral negotiations, coalition-building and coalition dynamics, distribution of power among actors, and the management of individual phases of the negotiation process. Students acquire key concepts such as positional and interest-based bargaining, BATNA, negotiation strategy and tactics, as well as principles of effective negotiation preparation. The course further addresses the analysis of parties' interests, the role of third parties and mediation, conflict dynamics, and the possibilities of reaching agreements under conditions of uncertainty and time pressure. Particular attention is devoted to the ethical dimensions of negotiation, the assessment of agreement quality, and the long-term sustainability of negotiated outcomes. Through simulated negotiations, case studies, and subsequent ex post analysis, students gain practical experience in conducting negotiations, formulating strategies, and evaluating the tactical approaches applied. This approach enhances their ability to critically analyze negotiation processes and to navigate complex negotiation settings in a professional environment. Knowledge: Upon completion of the course, students will understand the fundamental theoretical concepts of negotiation and their practical application. They will become familiar with the differences between bilateral and multilateral negotiations, the principles of coalition formation and functioning, the	

dynamics of power distribution among actors, and the management of the main phases of the negotiation process (preparation, conduct of negotiations, and conclusion of agreements). Students will gain insight into the identification and analysis of parties' interests, including the role of third parties, mediators, and other external actors. They will understand the distinction between positional and interest-based bargaining, as well as the importance of strategy, tactics, and ethical considerations in the negotiation process.

Skills:

Students will develop the practical ability to prepare for negotiations, formulate their own objectives and priorities, identify their BATNA, and analyze possible negotiation scenarios. Through simulated negotiations, they will strengthen their skills in argumentation, active listening, information management, conflict management, and responding to counterpart tactics. They will learn to communicate effectively under conditions of uncertainty and time pressure and to adapt their strategy to changing negotiation dynamics.

Responsibility and Autonomy:

Students will acquire the ability to independently conduct or co-conduct negotiations in various contexts and assume responsibility for their course and outcomes. They will gain experience in reflecting on their own performance through ex post negotiation analysis, evaluating achieved results, applied strategies and tactics, identifying strengths and weaknesses in their approach, and formulating lessons for future negotiations. They will further develop the capacity to critically assess negotiation processes in terms of effectiveness, ethical standards, and the long-term sustainability of agreements reached.

Class syllabus:

1. Negotiation skills – cognitive skills
2. Negotiation skills – communication skills
3. Negotiation skills – strategic skills
4. Negotiation skills – relational skills
5. Analysis of the structural differences between negotiation, mediation, and related processes
6. The nature of bilateral and multilateral negotiation I
7. The nature of bilateral and multilateral negotiation II
8. The use of conflict-based and consensus-based methods in negotiation
9. Analysis of parties in negotiation, their personalities, motivations, and interests
10. Preparation for negotiation, determination of position and alternatives; their evolution during the negotiation
11. Coalitions in multilateral negotiation
12. Value creation and consensus-building in negotiation
13. The use of agents in negotiation

Recommended literature:

Fisher, R. – Ury, W. – Patton, B.: Getting to YES: Negotiating Agreement Without Giving In. Cornerstone, 2012.

Chris Voss, Tahl Raz: Never Split the Difference, Cornerstone, 2017

Tim Castle: The Art of Negotiation: How To Get What You Want (Every Time), I_AM Self-Publishing, 2018;

Derek Borthwick: The Art of Negotiation How to Master Getting to Yes: Discover The Secrets Of Power Negotiating & How To Negotiate Getting Past No, In Sales, Business, Management, Real Estate & In Your Personal Life, Independently published, 2024

Languages necessary to complete the course:

English

Notes:						
Past grade distribution Total number of evaluated students: 0						
A	ABS	B	C	D	E	FX
0,0	0,0	0,0	0,0	0,0	0,0	0,0
Lecturers: Mgr. Mgr. Ivan Kisely, PhD., JUDr. Matej Smalik, PhD., Mgr. Richard Edward Macko						
Last change: 19.03.2026						
Approved by:						